

UPCOMING TRADE EVENTS

SEPTEMBER 2002–JANUARY 2003

DATES	EVENT	LOCATION
Sept. 19–20, 2002	RepCan Montreal Matchmaker RepCan Montreal 2002 is designed to help small American firms establish long-term business relationships in the Canadian market. The United States is Quebec's seventh-largest trading partner, with more than 40 percent of its imports coming from the United States. Montreal, with an annual economic production estimated at \$70 billion, ranks as the number one city in North America for density of high-tech jobs.	Montreal, Canada
Sept. 25–28, 2002	Manufacturing Indonesia 2002 Manufacturing Indonesia is the largest manufacturing show in Indonesia, and it is the only event of its kind targeted solely to trade professionals. In 2001, this show brought together 1,151 exhibitors in nine national pavilions, and it registered 26,861 industry professionals from over 30 countries representing a broad spectrum of manufacturing sectors.	Jakarta, Indonesia
Sept. 26–29, 2002	Aquatech 2002 Aquatech is one of the largest and most important events in the water sector. It draws not only Europeans but a worldwide audience. The American Product Literature Center offers smaller companies a very cost-effective market introduction and contact with potential representatives.	Amsterdam, The Netherlands
Sept. 30–Oct. 2, 2002	Golf Europe Golf Europe is a specialized show for golf course operators. Germany itself is the fastest-growing and fifth-largest foreign market for U.S. golf equipment. The focus of the show is on golf equipment, accessories, apparel, and other golf-related products.	Munich, Germany
Oct. 2–5, 2002	Expo Hormigon This fair, owned by the Chilean Cement and Concrete Institute (ICH), is a technology transfer show with real, life-sized construction demonstrations and booths for U.S. firms to show their technologies. This is a very important sector in Chile, where most construction uses concrete instead of wood.	Santiago, Chile
Oct. 7–12, 2002	The Bucharest International Trade Fair The Bucharest International Trade Fair is the leading commercial event in Romania and one of the most prominent trade fairs in Eastern Europe. It is a general technical fair, with a strong emphasis on industrial equipment and industrial consumer goods.	Bucharest, Romania
Oct. 8–12, 2002	Machine Tools and Robotics Catalog Show The catalog show will take place in connection with the technical fair, which is the leading Scandinavian industrial trade fair, attracting visitors from northern European and Baltic Sea countries. The product groups include machine tools, robotics, industrial IT, special welding, and other industrial techniques.	Stockholm, Sweden
Oct. 10–13, 2002	CEO Mission at Expopharm '02 Expopharm '02 is Europe's largest pharmaceutical, over-the-counter products, and health supplements show, with over 450 exhibitors and over 20,000 trade-only visitors from 67 countries. The Corporate Executive Office (CEO) at Expopharm is organized by the U.S. Department of Commerce to provide an alternative to exhibiting individually.	Berlin, Germany
Oct. 13–16, 2002	ADIPEC 2002 This is the 20th Abu Dhabi International Petroleum Exhibition and Conference (ADIPEC). Organized every two years, ADIPEC is the premier oil and gas event in the Middle East and North Africa, and one of the largest in the world.	Abu Dhabi, United Arab Emirates

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HIGHLIGHTED EVENTS

AEROSPACE BUSINESS DEVELOPMENT MISSION

OCTOBER 14-18, 2002
DURBIN AND JOHANNESBURG,
SOUTH AFRICA

The Office of Aerospace is organizing a trade mission to South Africa. The purpose of the mission is to create a forum for U.S. companies to explore the many trade and investment opportunities resulting from plans for significant regional airport modernization and enhanced aircraft maintenance operations throughout South Africa.

The Commerce Department will arrange for mission members to participate in meetings with high-level civil aviation decision-makers from South Africa's public and private sectors. Local U.S. business representatives and embassy officials will brief mission delegates on these business opportunities.

Recent structural changes in the South African economy have encouraged the participation of private companies in activities traditionally pursued by the state. These changes bring extensive trade opportunities for foreign businesses in South Africa's aerospace sector, a sector specifically targeted for growth by the South African government. Also, South African companies are being encouraged by their government to partner with international firms.

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EUROPEAN BANKING TECHNOLOGY FAIR

OCTOBER 28-31, 2002
FRANKFURT, GERMANY

The European Banking Technology Fair (EBTF), regarded as the most important meeting place in the European financial services industry, offers exhibitors about 30,000 square meters to present products, systems, and concepts that support the financial services industry. These exhibitors include IT and technology companies, software makers, and consultants. Visitors include senior executives in the industry who make acquisition decisions for their companies. Last year's fair attracted about 9,000 visitors to the banking congress, various workshops, and expert discussions featured at the fair. As its main service to new American exhibitors with no representatives on the ground, the Commercial Service offers them an opportunity to participate in its Product Literature Center (PLC). For a fee of \$400, the PLC will exhibit the catalogs and promotional materials of U.S. companies at the fair. In addition, the Commercial Services' experienced personnel will answer visitors' inquiries on behalf of the companies and give the companies a list of screened business contacts after the event.

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DATES	EVENT	LOCATION
Oct. 15–18, 2002	R&D in Life Sciences and REACH for Process Solutions The international trade show for life sciences research has joined with REACH for Process Solutions to form this event. The show takes advantage of Basel as a European center for the pharmaceutical and chemical industries. Some 200 relevant companies are headquartered in the area. All of these large companies will contribute to the conference, which will be attended by over 1,500 researchers and industry representatives.	Basel, Switzerland
Oct. 16–19, 2002	New Earth 2002 New Earth is an environmental business event held in Osaka every three years, and it is the largest environmental trade show in western Japan. The show features a wide range of products and services for sectors such as water treatment, energy, and air pollution prevention.	Osaka, Japan
Oct. 29–Nov. 1, 2002	Fire Rescue Safety & Security Expo Security and safety equipment and services are in high demand in Indonesia and represent an excellent opportunity for U.S. suppliers.	Jakarta, Indonesia
Nov. 4–8, 2002	Laboratory, Analytical, and Scientific Instruments Brussels, Belgium, and Utrecht, the Netherlands, are the stops for a laboratory, analytical, and scientific instruments matchmaker trade delegation. The focus of the delegation will be to match participating U.S. companies with qualified agents, distributors, representatives, licensees, and joint venture partners in these markets.	Brussels, Belgium; Utrecht, The Netherlands
Nov. 6–8, 2002	Metal Mecanica 2002 This is the fourth international exhibition and conference for precision metal forming, steel construction, manufacturing, transportation, welding, electro-mechanical technologies, and related arts and sciences. This event attracts more than 200 exhibitors and 4,500 professional trade visitors.	Mexico City, Mexico
Nov. 13–17, 2002	Aviex 2002 Air Show This business forum and exhibition is for the general aviation industry. This year's annual Airline Pilots and Owners Association Conference will be held in conjunction with Aviex. The professional environment will enable small and medium-sized companies to gain exposure for their products and services.	Sydney, Australia
Nov. 29–Dec. 8, 2002	Essen Motor Show This is Europe's largest trade event for automotive specialty products. It focuses on customizing and tuning. It attracts close to 400,000 visitors from the specialty equipment trade as well as car enthusiasts from the general public.	Essen, Germany
Dec. 2–7, 2002	ITU Telecom Asia 2002 This fair will be the largest and most successful regional telecom event ever, attracting world and regional leaders from telecommunications industries and information technology fields, as well as key government officials from across the region. More than 30,000 buyers and 20,000 exhibitors will be present.	Hong Kong
Jan. 8–11, 2003	Heimtextil Heimtextil is the world's largest and oldest textile and home furnishings trade fair in the world. OTEXA has sponsored a U.S. pavilion for the past 21 years. Heimtextil is sponsored by Messe Frankfurt.	Frankfurt, Germany
Jan. 16–19, 2003	Matka Travel Fair 2003 The International Matka Travel Fair takes place annually and is the largest travel fair in Scandinavia by number of visitors. In 2002, more than 74,500 travel trade professionals and consumers visited the fair.	Helsinki, Finland
Jan. 24–27, 2003	Salon International Lingerie Salon Paris Lingerie show is the most important trade show for this sector. It is the world's largest trade fair for lingerie, with more than 480 lingerie brands and over 230 fabric brands exhibiting.	Paris, France

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SECRETARIAL BUSINESS DEVELOPMENT MISSION

**NOVEMBER 12-15, 2002
ACCRA, GHANA, AND JOHANNESBURG,
SOUTH AFRICA**

Secretary of Commerce Donald L. Evans will lead a senior-level business development trade mission to Accra, Ghana, and Johannesburg, South Africa, on November 12-15, 2002. The delegation will include approximately 15 U.S.-based senior executives of small, medium-sized, and large U.S. firms representing telecommunications equipment, computers, pharmaceuticals, electrical power systems, construction, and health care sectors. These key sectors reflect Africa's infrastructure needs, the growth of a consumer society, and the increase in manufacturing created by the Africa Growth and Opportunity Act (AGOA).

The overall focus of the trip will be commercial opportunities for U.S. companies, including joint ventures, presented by the continuing market liberalization and privatization in these countries. In both Ghana and South Africa, briefings and one-on-one business appointments will be arranged for members of the business delegation.

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U.S. PAVILION AT PHILCONSTRUCT 2002

**NOVEMBER 14-17, 2002
MANILA, PHILIPPINES**

The U.S. pavilion at Philconstruct 2002, the 12th Philippine International Construction Machinery and Building Materials Exposition, will feature products and services under the following categories: architectural and interior design, building technologies, cleaning and maintenance, environment planning, flooring, heavy equipment, information technology, interior decorating products, light to heavy construction equipment, safety and security, tools and hardware, and housing technology. More than 300 exhibitors from at least 20 countries are expected to occupy over 800 square meters of exhibition space. Significant business and networking opportunities abound with the gathering of 30,000 industry professionals and end users.

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**A full listing of upcoming trade events
is available via <http://export.gov>.**